



**WSFA**  
**12 East Delano Ave.**  
**Montgomery, AL 36105**  
**(334) 288-1212**

www.wsfa.com

And:

**PinPoint Media, Inc (B)**  
**1707 Osage St, Ste 103**  
**Alexandria, VA 22302**

# CONTRACT

<u>Contract / Revision</u> 1793305 /		<u>Alt Order #</u> 08759552
<u>Product</u> STRANGE/NRSC		
<u>Contract Dates</u> 08/04/17 - 08/07/17		<u>Estimate #</u> 809
<u>Advertiser</u> POL/Strange, Luther/R/Senator/AL		<u>Original Date / Revision</u> 08/03/17 / 08/03/17
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Property</u> WSFA	<u>Account Executive</u> Ryan Eddins	<u>Sales Office</u> HRP-Washingto
<u>Special Handling</u>		
<u>Demographic</u> Adults 35+		
<u>Agy Code</u> 9915283	<u>Advertiser Code</u> 62	<u>Product 1/2</u> 78
<u>Agency Ref</u>		<u>Advertiser Ref</u>

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
N 1	WSFA	08/04/17	08/04/17	ALABAMA LIVE @ 11A	11-1130Am		:30				NM	1	\$30.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		07/31/17	08/06/17	----1--				1	\$30.00				
N 2	WSFA	08/04/17	08/04/17	ALABAMA LIVE @ 1130AM	1130A-12P		:30				NM	1	\$30.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		07/31/17	08/06/17	----1--				1	\$30.00				
N 3	WSFA	08/04/17	08/04/17	WSFA 12 News at Noon	12-1230pm		:30				NM	1	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		07/31/17	08/06/17	----1--				1	\$100.00				
N 4	WSFA	08/04/17	08/04/17	JUDGE JUDY 1ST RUN	330-4p		:30				NM	1	\$60.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		07/31/17	08/06/17	----1--				1	\$60.00				
N 5	WSFA	08/04/17	08/04/17	WSFA 12 NEWS AT 4PM	M-F 4-430P		:30				NM	1	\$60.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		07/31/17	08/06/17	----1--				1	\$60.00				
N 6	WSFA	08/04/17	08/04/17	WSFA 12 NEWS AT 4PM	M-F 430-5P		:30				NM	1	\$75.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		07/31/17	08/06/17	----1--				1	\$75.00				
N 7	WSFA	08/04/17	08/04/17	WSFA 12 News at Five	5-530pm		:30				NM	1	\$185.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		07/31/17	08/06/17	----1--				1	\$185.00				
N 8	WSFA	08/04/17	08/04/17	Today in Alabama 530a	528am-6am		:30				NM	1	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		07/31/17	08/06/17	----1--				1	\$100.00				
N 9	WSFA	08/04/17	08/04/17	WSFA 12 News at Six - MF	6-630pm		:30				NM	1	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		07/31/17	08/06/17	----1--				1	\$350.00				
N 10	WSFA	08/04/17	08/04/17	Today In Alabama	6a-7a		:30				NM	1	\$175.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		07/31/17	08/06/17	----1--				1	\$175.00				

(\* Line Transactions: N = New, E = Edited, D = Deleted)

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The station may utilize various mediums to deliver advertisements to its viewers, including but not limited to, simulcast and/or delayed airings through mobile and internet applications and services. You must notify the station immediately if you do not have rights to your advertisements or any of its components beyond a television broadcast. Without such notice, the station may utilize various mediums beyond the television broadcast to reach its viewers.

This station does not discriminate in advertising contracts on the basis of race or ethnicity. Any provision in any order or agreement for advertising that purports to discriminate on the basis of race or ethnicity, even if handwritten, typed or otherwise made a part of a particular contract, is hereby rejected.



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Contract / Revision	Alt Order #
1793305 /	08759552

Contract Dates	Product	Estimate #
08/04/17 - 08/07/17	STRANGE/NRSC	809

Advertiser	Original Date / Revision
POL/Strange, Luther/R/S	08/03/17 / 08/03/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
N 11	WSFA	08/04/17	08/04/17	NBC Today Show	7-9am		:30				NM	1	\$115.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		07/31/17	08/06/17	----1--				1	\$115.00				
N 12	WSFA	08/04/17	08/04/17	NBC Today 2	9-10am		:30				NM	1	\$50.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		07/31/17	08/06/17	----1--				1	\$50.00				
N 13	WSFA	08/07/17	08/07/17	ALABAMA LIVE @ 11A	11-1130Am		:30				NM	1	\$30.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/07/17	08/13/17	1-----				1	\$30.00				
N 14	WSFA	08/07/17	08/07/17	ALABAMA LIVE @ 1130AM	1130A-12P		:30				NM	1	\$30.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/07/17	08/13/17	1-----				1	\$30.00				
N 15	WSFA	08/07/17	08/07/17	WSFA 12 News at Noon	12-1230pm		:30				NM	1	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/07/17	08/13/17	1-----				1	\$100.00				
N 16	WSFA	08/07/17	08/07/17	JUDGE JUDY 1ST RUN	330-4p		:30				NM	1	\$60.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/07/17	08/13/17	1-----				1	\$60.00				
N 17	WSFA	08/07/17	08/07/17	WSFA 12 NEWS AT 4PM	M-F 4-430P		:30				NM	1	\$60.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/07/17	08/13/17	1-----				1	\$60.00				
N 18	WSFA	08/07/17	08/07/17	WSFA 12 NEWS AT 4PM	M-F 430-5P		:30				NM	1	\$75.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/07/17	08/13/17	1-----				1	\$75.00				
N 19	WSFA	08/07/17	08/07/17	WSFA 12 News at Five	5-530pm		:30				NM	1	\$185.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/07/17	08/13/17	1-----				1	\$185.00				
N 20	WSFA	08/07/17	08/07/17	Today in Alabama 530a	528am-6am		:30				NM	1	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/07/17	08/13/17	1-----				1	\$100.00				
N 21	WSFA	08/07/17	08/07/17	WSFA 12 News at Six - MF	6-630pm		:30				NM	1	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/07/17	08/13/17	1-----				1	\$350.00				
N 22	WSFA	08/07/17	08/07/17	Today in Alabama	6a-7a		:30				NM	1	\$175.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/07/17	08/13/17	1-----				1	\$175.00				
N 23	WSFA	08/07/17	08/07/17	NBC Today Show	7-9am		:30				NM	1	\$115.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/07/17	08/13/17	1-----				1	\$115.00				
N 24	WSFA	08/07/17	08/07/17	NBC Today 2	9-10am		:30				NM	1	\$50.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/07/17	08/13/17	1-----				1	\$50.00				
N 25	WSFA	08/05/17	08/05/17	NBC Saturday Today Show	6-8am		:30				NM	1	\$45.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		07/31/17	08/06/17	-----1-				1	\$45.00				
N 26	WSFA	08/06/17	08/06/17	NET NBC Sunday Today Shc	7-8a		:30				NM	1	\$45.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		07/31/17	08/06/17	-----1				1	\$45.00				

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		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
N 27	WSFA	08/06/17	08/06/17	NET NBC Meet The Press	8-9a		:30				NM	1	\$45.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		07/31/17	08/06/17	-----1				1	\$45.00				
N 28	WSFA	08/06/17	08/06/17	WSFA News Sunday AM	9-930a		:30				NM	1	\$20.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		07/31/17	08/06/17	-----1				1	\$20.00				
N 29	WSFA	08/04/17	08/04/17	WSFA 12 News at Ten - MF	10-1035pm		:30				NM	1	\$275.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		07/31/17	08/06/17	----1--				1	\$275.00				
N 30	WSFA	08/04/17	08/04/17	INSIDER, THE	130-2p		:30				NM	1	\$30.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		07/31/17	08/06/17	----1--				1	\$30.00				
N 31	WSFA	08/07/17	08/07/17	Today in Alabama 430am	430-5a		:30				NM	1	\$5.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		08/07/17	08/13/17	M-----				1	\$5.00				
Totals								0.00				31	\$3,125.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
07/31/17 - 08/07/17	31	\$3,125.00	(\$468.75)	\$2,656.25
<b>Totals</b>	<b>31</b>	<b>\$3,125.00</b>	<b>(\$468.75)</b>	<b>\$2,656.25</b>

**Signature: \_\_\_\_\_ Date: \_\_\_\_\_**

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AUG3/17 10.35  
\*\*\* WSFA-TV \*\*\*

PROGRAM : ALABAMA LIVE  
CON COM1: ALABAMA LIVE











REP HEADLINE# 8759552 TRF# 1793305 REP: TEL# 703-528-9387 FAX# 703-516-9680  
\$\$\$ APPROVED ORIGINAL REV#0 \$\$\$ CREDIT ADVISORY: AGENCY CREDIT RISK !!! AUG3/17 11.06  
ORDER WORKSHEET HARRIS REPORT FROM STATION \*\*\* WSFA-TV \*\*\*

ADV # \_\_\_\_\_ ADV. NAME POLI/STRANGE-NRSC/R/SEN/AL REP. # \_\_\_\_\_ OFF. # \_\_\_\_\_ SALESMAN # \_\_\_\_\_  
AGY # \_\_\_\_\_ AGY. NAME PINPOINT MEDIA BUYER NAME DANETTE SEGROVES  
1707 OSAGE STREET SUITE 103 SALES PRSN WA- RYAN EDDINS (H)  
ALEXANDRIA, VA 22302

ORDER # \_\_\_\_\_ CONTRACT # 8759552 CLASS: NATL. LOCAL REGIONAL  
PRDCT STRANGE/NRSC EST#809 COMMENTS: (LINE, ORDER, INVOICE)  
FLIGHT DATES AUG4/17 AUG7/17 WK-1

CITY TAX \_\_\_\_\_ STATE TAX \_\_\_\_\_ CO-OP BILLING NEEDED \_\_\_\_\_ DATE AUG3/17 11.06

REP: NEW ORDER  
TTL \$3,125 @ 31X  
PLS CONFIRM  
THANKS JASMINE FOR RYAN

CON CM \*\*\*\*\* THIS IS A CASH IN ADVANCE SCHEDULE \*\*\*\*\*  
ELECTRONIC INVOICING:  
SPOT DATA - IDB# 1886.  
TV INVOICES - IDB# 9915283.

STRANGE/NRSC  
NOTICE: CHANGES OF THIS ORDER HAVE BEEN APPROVED. CONTRACT SCHEDULED FOR GENERATION  
CONTRACT TOTAL \$3,125.00  
TOTAL SPOTS 31

## AGREEMENT FORM FOR POLITICAL CANDIDATE ADVERTISEMENTS

(check applicable box)

☒ **FEDERAL CANDIDATE**

☐ **STATE/LOCAL CANDIDATE**

**To Avail Themselves Of The Lowest Unit Charge During A Political Window, Federal Candidates Must Sign The Certification On Page 3**

**Station and Location:**

**Date:** 6.5.17

I, Pinpoint Media,

being/on behalf of: Luther Strange,

a legally qualified candidate of the Republican

political party for the office of: US Senate

in the Special Election Primary

election to be held on: August 15 2017

do hereby request station time as follows:

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks

**Attach proposed schedule with charges (if available):**

I represent that the payment for the above described broadcast time has been furnished by:

**National Republican Senatorial Committee/Luther Strange Coordinated**

and you are authorized to announce the time as paid for by such person or entity. I represent that this person or entity is either a legally qualified candidate or an authorized committee/organization of the legally qualified candidate.

The name of the treasurer of the candidate's authorized committee is:

**Ashley Newman**

This station has disclosed to me its political advertising policies, including: applicable classes and rates; and discount, promotional and other sales practices (not applicable to federal candidates).

**THIS STATION DOES NOT DISCRIMINATE OR PERMIT DISCRIMINATION ON THE BASIS OF RACE OR ETHNICITY IN THE PLACEMENT OF ADVERTISING.**

***To Be Signed By Candidate or Authorized Committee***

**6.5.17**

**Date**

**Signature**

***To Be Signed By Station Representative***

☒ **Accepted**

☐ **Accepted in Part**

☐ **Rejected**

**Signature**

**Printed Name**

**Title**

## FEDERAL CANDIDATE CERTIFICATION

**In Order For Federal Candidates To Receive The Lowest Unit Charge During A Political Window, The Following Certification Is Required:**

I, **Meredith Morton - Pinpoint Media**

(name of federal candidate or authorized committee) hereby certify that the programming to be broadcast (in whole or in part) pursuant to this agreement:

☐ does


☒ does not

refer to an opposing candidate (check applicable box). I further certify that for the programming that does refer to an opposing candidate:

(check applicable box)

☒ the radio programming contains a personal audio statement by the candidate that identifies the candidate, the office being sought, and that the candidate has approved the broadcast.

☒ the television programming contains a clearly identifiable photograph or similar image of the candidate for a duration of at least four seconds, and a simultaneously displayed printed statement identifying the candidate, that the candidate approved the broadcast, and that the candidate and/or the candidate's authorized committee paid for the broadcast.

  
signature of candidate or authorized committee

**Meredith Morton**

printed name

**6.5.17**

date

## AGREED UPON SCHEDULE

(TO BE FILLED IN ONLY IF STATION DOES NOT ACCEPT ALL OF  
CANDIDATE'S REQUEST)

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks

**Attach proposed schedule with charges (if available):**

### AFTER AIRING OF BROADCASTS:

Attach invoices or Schedule Run Summary to this Form showing:

- 1) actual air time and charges for each spot;
- 2) the date(s), exact time(s) and reason(s) for Make-Good(s), if any; and
- 3) the amount of rebates given (identify exact date, time, class of broadcast and dollar amount for each rebate), if any.

**Note:** Because the FCC requires that the political file contain the actual times the spots air and the rates charged, that information should be included in the file as soon as possible. If that information is only generated monthly, the file should include the name of a contact person who can provide the times that specific spots aired and the rates charged. The FCC's online political files include a folder for "Terms and Disclosures." NAB suggests that, for stations subject to the online public file rule, the names of contact person(s) be placed in that folder.